



# DEMETER BIODYNAMIC® CERTIFICATION FEE SCHEDULE



## DEMETER – Farm & Compost Applicants

If you are seeking any on or off-farm processing certification, please see Processor/Handler fees below.

- A. **New Farm Application** – including commercial compost operations.....\$350.00
- B. **Renewing Farm Application** – including commercial compost operations.....\$220.00
- C. **Each additional site under your certification** – per site.....\$50.00
- D. **Inspection deposit** - Final costs billed after inspection. Inspection required for all renewing applicants.\$200.00  
*Please note total inspection estimate is \$400-700 but could be more if trips change.*
- E. **Annual Licensing Fee (Renewing Applicants only):** Amount assessed is on total gross sales of certified product between January 1st and December 31st of the preceding year. If processing of farm product occurs under the farm’s certification, the Licensing Fee chart in Section IV applies. For crops that are certified and not sold, but are further processed into products not certified by Demeter, the licensing assessment is 0.5% of the market value of the crop. **In all cases a licensing agreement between the label owner and the Demeter Association is necessary to allow use of the DEMETER and BIODYNAMIC certification marks on product labels.**

<b>Annual Licensing Fee Assessment</b> - Calculate for the period between January 1 <sup>st</sup> and December 31 <sup>st</sup> of preceding year	
Total Gross Sales	X 0.005 (0.5%)
Total Market Value of certified crop harvested, not sold, and further processed into non-certified product (not applicable to commercial compost operations)	X 0.005 (0.5%)
\$75.00 minimum in the event of no or low sales. Maximum \$50,000.00	

## DEMETER – Processor/Handler Applicant

- A. **New Processor Application**.....\$550.00
- B. **Renewing Processor Application**.....\$320.00
- C. **On-farm processing** – of raw agricultural products produced on own farm.....\$170.00
- D. **Contracted processing** – per site.....\$170.00  
*This fee is for growers who contract other non-certified organic facilities to process products for them.*
- E. **Contracted processing** – where contracted processor is NOP certified.....\$100.00
- F. **Inspection deposit** (Final costs billed after inspection. Inspection required for all renewing applicants.)\$200.00  
*Please note total inspection estimate is \$400-700 but could be more if trips change.*
- G. **Annual Licensing Fee (Renewing Applicants only):** Amount assessed is on total gross sales of certified product between January 1st and December 31st of the preceding year. **In all cases a licensing agreement between the label owner and the Demeter Association is necessary to allow use of the DEMETER and BIODYNAMIC certification marks on product labels.**

<b>Annual Licensing Fee Assessment</b> - Calculate for the period between January 1 <sup>st</sup> and December 31 <sup>st</sup> of preceding year	
Total Gross Sales	X 0.006 (0.6%)
\$200.00 minimum in the event of no or low sales. \$50,000.00 maximum.	



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## DEMETER – Trader Applicants

- A. **New Trader Application**.....\$370.00
- B. **Renewing Trader Application**.....\$320.00
- C. **Inspection deposit** – If applicable. Final costs billed after inspection.....\$200.00  
*Please note total inspection estimate is \$400-700 but could be more if trips change.*
- D. **Contracted processing** – per site.....\$170.00  
*This fee is for traders who contract other non-certified organic facilities to process products for them.*
- E. **Contracted processing** – where contracted processor is NOP certified.....\$100.00
- F. **Annual Licensing Fee (Renewing Applicants only):** Amount assessed is on total gross sales of certified product between January 1st and December 31st of the preceding year. **In all cases a licensing agreement between the label owner and the Demeter Association is necessary to allow use of the DEMETER and BIODYNAMIC certification marks on product labels.**

<b>Annual Licensing Fee Assessment</b> - Calculate for the period between January 1 <sup>st</sup> and December 31 <sup>st</sup> of preceding year	
Total Gross Sales for all traded product	X 0.006 (0.6%)
\$200.00 minimum in the event of no or low sales. \$50,000.00 maximum.	

## FEE DESCRIPTIONS AND MISCELLANEOUS FEES

*The following fees are applicable to all categories of certification unless otherwise noted.*

### Application and Renewal Fees

Application and renewal fees are listed above. Each new and renewing applicant receives a copy of the current Fee Schedule and may use the Fee Schedule to help determine annual certification costs. New applicants will receive an initial estimate of costs for certification. Renewing applicants can use the Fee Worksheet to help determine estimated costs and may request a cost estimate from Demeter at any time if they are not able to adequately determine costs with the information stated in this Fee Schedule.

### Incomplete applications

A fee of \$25 may be assessed for any applications that need to be returned to the applicant due to incompleteness.

### Assessment of Licensing Fees

All renewing applicants are billed the annual licensing fee based on the sales value of all certified product produced and/or sold in the previous year. Included in the licensing fee calculation is any crop production that is not sold as Biodynamic and is not further processed into a product that is certified by Demeter. All certified production must be reported- even if not sold as Biodynamic - on the Fee Worksheet provided with the annual renewal.

Evidence of production value, including sales records and/or production capacity, must be available for review at the annual certification inspection. Demeter reserves the right to adjust the annual licensing fee based on information verified at the inspection. Evidence of production value includes, but is not limited to sales records, income tax revenue statements, acreage multiplied by per acre yield and crop value (may be based on county agricultural commissioner reports), or other third-party records.

An applicant may request to pay licensing fees incurred on a quarterly basis in the year the sales occur.



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## Expedited Certification Fee

A fee of \$850 will be charged for operations that wish to expedite their certification process.

This may apply to new applicants, as well as to current clients who need to add new fields/sites, facilities, and/or certification scope(s). This fee is in addition to the application or renewal fees and inspection costs. If the expedited process is requested for more than one scope, the \$850 will apply to each scope.

By requesting an expedited certification process, Demeter will provide the following services:

- Priority attention for initial review and processing of documents
- Priority to assigning and scheduling the onsite inspection
- The inspection report will be submitted within 2 days of the inspection
- The inspection report will be reviewed and conditions for certification will be identified within 2 business days of receipt of the report

Requesting expedited certification services does not guarantee a date of certification. Demeter reserves the right to decline requests for expedited certification should we not have the capacity to provide the services at the time the request is made. Demeter will notify you if an expedited request is declined.

## Inspection Fees

The annual inspection fee varies from year to year and is dependent on several factors including location, number of scopes, difficulty of inspection, availability of the operator, etc. This fee is billed based on time and material costs. Inspection preparation, on-site visit, and reporting are billed hourly at a rate of \$65 per hour. Travel time is billed at \$30 per hour. All material expenses, including travel, mileage, food, lodging, etc. are billed at cost. The average inspection cost for one scope of certification is \$400 - \$700.

## Additional Inspection Visit Costs

If additional inspection visits are necessary to assess compliance to standards, all additional inspection costs will be billed to the applicant.

## Unannounced Inspection Costs

No fee will be charged to applicants for unannounced inspections.

## Late Application Fees– FEE WORKSHEET IS DUE BY March 30, 2022

- For renewal applications postmarked or received between March 31 - April 15, a late fee of \$50 will be assessed.
- For renewal applications postmarked or received between April 16 - May 2, a late fee of \$150 will be assessed.
- For renewal applications postmarked or received May 3 or later, a late fee of \$200 will be assessed.

## Delinquent Account Fees

Accounts with past-due amounts are subject to the assessment of the following fees and procedures:

- **30 days past due** - First notice e-mailed, and late fees added based on a rate of 2.5% per month.
- **60 days past due** - Second notice e-mailed, 2.5% interest continues to be applied, and a warning letter sent that suspension procedures will be initiated if account goes past 90 days past due
- **90 days past due** - Third notice mailed via certified mail and notification to members that a Notice of Non-Compliance will be issued, followed by a Notice of Proposed Suspension and Suspension if fees are not resolved within the timeframe specified in the Notice of Non-Compliance.



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Because processing delinquent accounts is costly and takes away from the ability to provide service to our members, all members who receive Notices of Non-Compliance, Proposed Suspension, and/or Suspension for Non-Payment will be charged an additional \$75 to cover administrative costs.

If not able to make full payments within the required timeframe, an applicant may delay the penalty process by submitting a request for a payment plan. If Demeter accepts a payment plan, Demeter has full authority to determine the pay-off period. Failure to follow through on an established payment plan will lead to reinstating the penalty process.

## **Non-renewal of Certification**

If a decision is made to drop certification prior to March 31<sup>st</sup> of the renewal year, the applicable Licensing Fee will be due on sales from the previous calendar year and any sales of certified product up to the point of successful discontinuation of certification for the current year.

If a decision is made to drop certification on or after March 31, a fee of \$150 will be assessed + the Licensing Fee on sales from the previous calendar year and any sales of certified product up to the point of successful discontinuation of certification for the current year.

## **Non-refundable Certification Fees**

New applicants whose applications do not proceed to a site visit will be refunded the initial application fees, less \$150 administrative fee. If the applicant withdraws after travel arrangements have been made by the inspector, any non-refundable expenses accrued by the inspector will be added to the \$150 administrative fee. If the applicant withdraws after an inspection visit has occurred or does not achieve certification, no refund of application fees will be made and all inspection costs will be billed to the applicant, less any inspection deposit(s).

Renewing applicants that withdraw prior to being visited will be refunded the application fees, less a \$150 administrative fee. Any non-refundable costs accrued by the inspector will be billed to the applicant.

## **Fees for Adverse Actions**

A fee of \$75 will be charged to applicants for each issued Notice of Proposed Suspension, Notice of Proposed Revocation, Notice of Suspension, and Notice of Revocation.

## **Mediation, Suspension, Appeal, and Decertification Fees**

A fee of \$75 will be assessed for proposed suspension or decertification notifications. If the process proceeds to suspension and/or decertification, another fee of \$75 will be assessed. All costs of suspension, decertification, sanctions, mediation and appeals will be billed to the applicant.

## **Label Approvals**

There is no charge for the initial submission of a label for approval. If the label is sent back to the applicant for changes required to make the label compliant to labeling standards, a fee of \$25 may be assessed each time the label needs to be resubmitted.

## **Transaction Certificates**

Domestic transaction certificates will be assessed at \$15.00 + postage if other than First Class regular mail.

International transaction certificates, including TM-1s, will be assessed at \$25.00 + postage, if other than First Class regular domestic mail.



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## **Lost/Replacement Certificates**

A charge of \$25 will be assessed for the reissue of certificates due to loss by the applicant. This fee will also be assessed if the applicant requests a certificate to be sent (i.e. fax, email, etc.) on their behalf due to the applicant not having the current certificate on file once the certificate has been issued to the applicant.

## **Fees for Residue Results**

A fee of \$50 + postage per result will be charged for public requests for pesticide residue results. The fee is due upon request for results and must be paid before results will be provided.

## **Translation Fees**

All translation costs of documents not submitted in English will be billed to the applicant at the Miscellaneous Hourly Rate.

## **Miscellaneous Hourly Rate**

Demeter reserves the right to assess a fee of \$50/hour + postage for work done in excess of normal certification procedures, with a minimum of one hour billed. This includes, but is not limited to, releasing information as allowed and required by law to the public.